



Early Career HVAC Service Sales (BEST)

Location: Albuquerque, NM

Job Category: Sales & Marketing

Job Number: EB00063616279

What You Will Do

Our Early Career HVAC Sales (BEST) Program is an 18 month development program. Your first 6 months will involve an intensive classroom training with the Johnson Controls corporate learning & development team. Then for an additional 12 months, you will continue on a development path, putting your classroom learnings to practice with real Johnson Controls customers.

How You Will Do It

- Estimate job bids and prepare proposals with contractors, architects, and building owners
- Coordinate with vendors and sub-contractors
- Complete sales calls to generate new business and build on existing relationships
- Present solutions to customers for consideration
- Collect and analyze market intelligence
- Turn projects over to operations team for execution and installations

What We Look For

Education

- Currently pursuing a bachelor's degree and graduating in the Spring 2018
- Preferred Majors: Engineering, Business & Marketing

Skills / Experience (preferred)

- Strong analytical ability to solve problems and ability to learn quickly
- Ability to manage multiple projects and cross-functional teams with minimum guidance
- Strong communication and team work skills
- Previous sales or engineering experiences through co-ops, internships, part-time or full-time jobs

Additional Information

- Hiring Manager: Andrew J Ross
- Apply at www.johnsoncontrols.com/careers

